

CONTRACTORS ASSOCIATION OF WEST VIRGINIA 2013 ANNUAL REPORT





There is no more frustrating feeling than knowing an issue exists that limits your ability to compete in business and being powerless to affect change. The Contractors Association of West Virginia

confronts these issues by joining members with their peers and contracting officials, addressing problems in a forum that positively impacts the entire industry.

President Theodore Roosevelt best embodied the need for belonging to an association when he said, "Every man owes a part of his time and money to the business or industry in which he is engaged. No man has the moral right to withhold his support from an organization that is striving to improve conditions within his sphere."

The CAWV's strength lies in not only its numbers, but in the relationships formed and fostered in our meetings. I have been a member of the CAWV for a long time and have had the opportunity to participate in many meetings. Often issues arise that impact one or more of the CAWV's three divisions – Building, Utility and Highway – but the solution is typically found in one or two task force meetings, or a visit to a contracting official's office.

Our association has cultivated strong working relationships with most, if not all, state and federal contracting agency leaders, architects, engineers and legislators. Beginning a meeting with a group of peers who have the same goal of improving the industry and ensuring a healthy bidding environ-

ment creates a positive problem solving mentality grounded in mutual respect.

The CAWV provides value to the construction industry by bringing together the best of the best to address the issues and challenges we face. Task forces were formed this year to target specific areas, including the consumers sales tax exemption for Construction Management (CM) services, and bidding procedures and contractor requirements on West Virginia Conservation Agency projects. In addition, efforts targeted legislative initiatives aimed at creating a Buy American provision for public works construction contracts, studying highway funding and bid submission requirements.

As we reflect on our many accomplishments throughout the past year, we must maintain a focus on the future. Despite having different specialties within the industry, all of the CAWV's efforts share the same ultimate goal: Building a better West Virginia.

I encourage every member to become involved in the association. Participating on a committee, serving on a task force or attending an association outing will give you an opportunity to meet and network with your peers. More importantly, it will give the CAWV the benefit of your insight and knowledge so that we can better address the issues facing the construction industry now and in the future.

Sincerely,

Lee Snyder
President

**CAWV ADVOCACY EFFORTS
PROTECT INDUSTRY'S INTERESTS**

The CAWV is respected by all branches of state, local and federal government and agencies. By professionally and effectively representing the concerns of contractors, subcontractors, suppliers and construction-related interests, we work to ensure that elected and government officials understand the interests of the entire construction industry.

This year's legislative session began on a transportation theme as 200 CAWV members and West Virginians for Better Transportation coalition members flooded the state Capitol and both the House of Delegates and Senate chambers on January 12 to promote the need for a long-term funding plan for West Virginia's roads and bridges. House and Senate leadership spoke to the group and pledged to develop a comprehensive transportation plan.

Governor Earl Ray Tomblin, later in the year, created the Blue Ribbon Commission on Highways which is comprised of legislators, associations, unions and state and local leaders in transportation and travel industries. The group is tasked with studying the condition and needs of the state's transportation system and developing a long-term strategic plan of action. The plan will include funding options for the maintenance, construction and expansion of the state's roadway system.

The CAWV successfully addressed a number of legislative issues during the session including bills dealing with International Energy Codes, subcontractor bid submission requirements, Buy American provisions on public construction contracts, a bond issue for state parks, and a requirement for separate prime bids on public contracts.

CAWV MAKES TAKING LEGISLATIVE ACTION EASY

Through AGC of America's partnership with BIPAC, CAWV members and their employees can now easily and quickly communicate with their elected officials through the Legislative Action Center located on the CAWV website. The CAWV's legislative successes are possible because of members' willingness to communicate with their legislators on issues affecting the industry. BIPAC provides CAWV members an efficient communication tool during legislative sessions.

Members can explore issues, quickly fill out their contact information and easily send a letter, email or fax to select state and federal elected officials. The system mirrors the AGC Legislative Action Center and incorporates their Action Alerts in addition to those created by the CAWV.

HUB/PAC SETS AMBITIOUS GOAL

HUB/PAC, the association's political action committee, saw new leadership this year. David Alvarez, CAWV Past President, and Dan Cooperrider, current association Treasurer, are the new co-chairs. Together, the two developed an ambitious fundraising goal for this election cycle. Candidates endorsed by HUB/PAC were mostly successful in their bids to the West Virginia Senate and House of Delegates during the 2012 Primary and General elections. The CAWV seeks out and selects candidates with business and construction philosophy to support.

PROGRESS MADE ON NATIONAL LEGISLATIVE ISSUES

CAWV members traveled to Washington, D.C. to discuss concerns and issues with West Virginia's congressional delegation. Association members talked about the need for a federal highway bill, the negative impact of expanding the EPA's jurisdiction over the Clean Water Act, the benefit of fully funding Safe Drinking Water and Clean Water State Revolving Funds, and the potential for expanding water and sewer construction by removing the volume cap on Private Activity Bonds.

Shortly after the Fly-In, Congress worked to pass a two-year highway reauthorization bill, Moving Ahead for Progress in the 21st Century, or MAP-21.

On the Cover: The CAWV excels in its ability to bring members together, as Michael Deem, John Fleming and Brady Lowther experienced during the 2012 Spring Meeting.

The bill consolidates many programs and keeps funding at the same level. The state's congressional delegation was highly involved in conference negotiations. A little known measure included in the final hours of negotiation prior to passage of the federal highway bill had the potential to cut spending for the Abandoned Mine Land program. The issue was quickly resolved with bi-partisan support, maintaining funding to West Virginia for the clean up of AML sites.

JOINT ARCHITECTS COMMITTEE TASK FORCES TACKLE INDUSTRY ISSUES

The CAWV's Joint Architects Committee's task forces continue to work closely with the School Building Authority of West Virginia (SBA), Purchasing Division, National Guard and the Tax Department to develop solutions for issues that are beneficial for all parties involved. Due to the work of the CAWV/SBA Task Force, the authority now clears bid dates through the CAWV Bid Clearinghouse, has worked to limit the number of alternate bid items and has developed a better procedure to estimate cost per square foot on projects.

The committee has also worked with the Tax Department to clarify services provided by a Construction Manager (CM) as a tax exempt activity, and worked to identify the issues that cause bid disqualification on West Virginia Purchasing Division projects. The committee developed a "Construction Bid Submission Form," which is now included in all Purchasing Division construction contacts. The form clarifies the errors that lead to immediate disqualification and those that can be cured prior to award of contract.

WV CONSTRUCTION NEWS CELEBRATES 75TH ANNIVERSARY

West Virginia Construction News, the "Voice of Construction in the Mountain State," celebrated its 75th year in print in 2012. The CAWV's bi-monthly publication reaches more than 3,000 building, heavy, highway and utility contractors; engineers and architects; legislators; federal, state and local government officials; suppliers of goods and services to the construction industry; and others directly or indirectly associated with the construction industry. Each issue contains current local and state construction issues and features on CAWV members. Magazine archives are available on the CAWV's website at www.cawv.org.

PR COMMITTEE DEVELOPS CAWV LICENSE PLATE TO PROMOTE CONSTRUCTION

The CAWV Public Relations Committee is currently promoting an official Division of Motor Vehicles issued "Hard at Work" license plate. The plate is available for all Class A vehicles, personal vehicles, fleet vehicles and trucks under 10,000 pounds. Members can show their support for the construction industry and elevate the reputation of construction as a career by getting a "Hard at Work" license plate. The entire plate fee, and subsequent renewal fees, go directly into the State Road Fund. Full details are available at www.cawv.org.

NATIONAL ASSOCIATIONS COMPLETE BUSY, PRODUCTIVE YEAR

The CAWV is a chapter of the Associated General Contractors (AGC) of America and the American Road and Transportation Builders Association (ARTBA). Both groups work to promote industry issues on a national level. AGC and ARTBA co-chaired a Transportation Construction Coalition fly-in to Washington, helping to build support for passage of the federal highway bill.

AGC launched a campaign, "Transportation is Job #1," to continue the momentum for passage of a highway bill. The association's efforts were applauded as it was chosen as one of the top lobbying groups in Washington for 2012. At AGC's Annual Convention, Richard Smailes, president of FAMCO, Inc., was elected as an AGC National Director.

ARTBA has been a major player in the passage of every piece of federal transportation legislation from the first Federal-Aid Road Act (1916) to MAP-21 (2012). Leo Vecellio, Jr., chairman and CEO of the Vecellio Group / Vecellio & Grogan, Inc., Beckley, received the Nello L. Teer, Jr. award from ARTBA. The award annually honors a member who has made outstanding contributions to the association's Contractors Division and the transportation construction industry.

CAWV EMBRACES TECHNOLOGY TO GIVE MEMBERS COMPETITIVE EDGE

The CAWV has a commitment to use technology to improve tried-and-true bidding processes. The CAWV, AGC of America and ARTBA are conducting numerous webinars to help contractors and subcontractors work smarter and faster.

This is the eighth year of the CAWV's internet planroom partnership with iSqFt, which provides 24-hour access to full sets of plans and specifications, bidders lists and addenda for projects in West Virginia and select areas of bordering states.

CAWV PROMOTES MEMBERS TO OIL AND GAS INDUSTRY

CAWV staff joined businesses working in the oil and gas industry to promote the services association members provide. In addition, new this year, the West Virginia Construction and Design Exposition (EXPO) featured a Marcellus to Manufacturing (M2M) conference. Members were put in touch with companies who are exploring natural gas, building manufacturing facilities and pipelines.

CAWV, AGC AND BRICKSTREET ARE HELPING MEMBERS WORK SAFER

The CAWV's partnership with BrickStreet Insurance affords members with safety education and provides significant savings on qualifying contractor's workers' compensation insurance costs. To qualify, contractor members must have a three-year loss ratio of 65% or less. In 2012, the program provided jobsite safety education on topics such as general construction safety and the top ten most cited violations by OSHA. The seminars were all co-sponsored by the CAWV Safety Committee and BrickStreet.

In addition to the BrickStreet program, the Safety Committee works to recognize outstanding safety efforts in the industry. The group has revised the Safety Awards program, making it is easier to participate by shortening the questionnaire and adding more award choices. Several online tools are also offered for safety education through a AGC of America and ClickSafety Online Training. ClickSafety has an extensive list of safety training videos and seminars, including OSHA 10 and 30 hour courses that members can purchase at a 10% discount.

RELATIONSHIPS AT CORE OF CAWV EFFORTS

In a society dominated by technology, the CAWV makes it possible for contractors throughout the state to build old-fashioned relationships. Members and their employees are provided with opportunities to learn, network and build relationships in conjunction with educational and business events throughout the

year. The Annual Meeting, held at The Greenbrier, and the Midyear Meeting held during the Winter months, provide an opportunity for members to build relationships in the industry and expand their knowledge of construction.

In addition to the formal networking events, CAWV members have enjoyed a Marshall Tailgate, Spring Meeting at the Tri-State Racetrack and Casino and an Open House at CAWV Headquarters.

CHERYL CLARK JOINS CAWV

Cheryl Clark joined the CAWV in 2012 as staff assistant and planroom administrator. Clark is responsible for helping with the CAWV Newsletter, gathering project and bid information and maintaining the CAWV Physical Plan Room and Internet Plan Room. In addition, she answers the telephones and greets members and guests to the association. Clark has an extensive background in medical management and is excited to become a part of the construction industry.

NEW ASSOCIATION BENEFIT PROGRAMS SAVE MEMBERS MONEY

The CAWV is always looking for ways to save members money and increase their competitive edge. The addition of three new money saving programs from Lands' End Business Outfitters, Avis Car Rental and Budget Car Rental have added more ways to save money and take advantage of CAWV membership. CAWV offers programs through Brickstreet Insurance, Verizon, Maxum Petroleum, Enterprise Fleet Management, Staples and others. Full details on all of the programs are available at www.cawv.org.

UTILITY COMMITTEE WORKS TO ADVANCE THE INDUSTRY

The Joint Utility Committee joins contractors, subcontractors and suppliers with agency representatives from the Rural Utility Services, the WV Infrastructure and Jobs Development Council, WV Division of Environmental Protection, Public Service Commission and the Water Development Authority. The committee addressed issues with the WV Division of Highways to make sure all parties know what to expect on projects that involve a WVDOH right-of-ways. The committee

will continue to meet regularly to discuss industry issues, monitor material pricing and availability, and keep abreast of upcoming changes.

SCHOLARSHIP AND EDUCATION PROGRAM GROWS AGAIN

The CAWV's annual scholarship program continued its mission in 2012 by contributing a record of \$12,000 to seven students pursuing careers in construction. This year's top winner, Chris Robertson, a student at West Virginia University, was joined by six other recipients from Marshall University, WVU Institute of Technology, Fairmont State and Bluefield State College. The CAWV Scholarship Foundation also supports several career and technical schools each year. The Asphalt Pavement Association of West Virginia also presented scholarships, totaling \$5,500, to two civil engineering students at West Virginia University interested in asphalt technology. The CAWV / AGC "Build Up" program, which exposes 5th and 6th grade students to careers in construction, has grown to become a part of the curriculum in 34 West Virginia counties.

JOINT COOPERATIVE COMMITTEE ANALYZES HIGHWAY ISSUES

The Joint Cooperative Committee, which joins members of the CAWV with the WV Division of Highways and Federal Highway Administration, worked through many issues that will benefit highway and bridge contractors. CAWV members participated in meetings and submitted comments regarding DBE goal setting. Significant revisions to the Value Engineering (VE) program that increase transparency and efficiency were introduced and evaluated. A joint density pilot program, with a focus on improving longitudinal joint durability, was continued and extended. In addition, the committee worked to have a proposal to add retainage to mobilization put on hold while exploring alternatives to expedite project finalization. The committee addressed dozens of document changes that will be, or have been, incorporated into Special Provisions, the 2013 Supplemental Specifications, Standard Details, Design Directives and other documents.

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